

CONSUMER ECONOMICS/ MONEY MANAGEMENT

Levels: 10-12

Units of Credit: .5

CIP Code: 20.0104

Prerequisite: None

COURSE DESCRIPTION

CONSUMER ECONOMICS/MONEY MANAGEMENT—(.5 credit) This course prepares students to understand the values, needs, wants, goals, and resources that enable people to make wise decisions that contribute to a family's financial stability and improve the quality of life. Financial resource management, including consumer rights and responsibilities are discussed. FCCLA may be an integral part of this course.

CORE STANDARDS, OBJECTIVES, AND INDICATORS

STANDARD

20.0104-01 Students will discuss their roles as consumers.

OBJECTIVES

- 20.0104-0101 Students will explain the role of the consumer in the economic system.
- Identify the roles consumers' play (purchasing agent, customer, citizen)
 - Describe how the economic system works to produce goods and services for consumers
 - Identify the difference between inflation and recession and discuss their effects on consumers
- 20.0104-0102 Students will explain how the decision-making process works in the economic system.
- Define the terms: values and goals
 - Identify and list personal values and goals
 - List steps in making economics decisions
 - Identify factors involved with personal consumer choices
 - Analyze how personal factors and economic conditions affect consumer decisions
- 20.0104-0103 Students will identify types of consumer problems and how they may be dealt with.
- Identify consumer protection legislation and protection agencies
 - Define the term warranty or guarantee and identify the differences between written and implied warranties
- 20.0104-0104 Identify consumer rights and responsibilities.
- Describe how to make an effective consumer complaint
 - Apply appropriate purchasing skills

STANDARD

20.0104-02 Students will describe the role of advertising in the economic system.

OBJECTIVES

- 20.0104-0201 Identify advertising roles in the marketplace.
- Explain how a product is brought to market
 - Explain the impact of advertising on the consumer
 - Identify advertising techniques
 - Identify fraudulent claims aimed at teen markets

- 20.0104-0202 Develop criteria for evaluating advertising, then critique advertisements in various types of media.
- Identify agencies that govern advertisements
 - Evaluate advertisements according to the emotional or educational appeal

- 20.0104-0203 Describe the steps and purposes of advertising, then develop an advertisement for a product or service

STANDARD

20.0104-03 Students will participate in activities concerning the income area of money management.

OBJECTIVES

- 20.0104-0301 Select a career and calculate the anticipated earning, identifying financial concerns that relate to that career selection.

- 20.0104-0302 List various types of income for individuals and families and identify various types of incomes currently found in families.

STANDARD

20.0104-04 Students will participate in activities concerning the spending area of money management.

OBJECTIVES

- 20.0104-0401 Identify and discuss spending habits.
- Analyze personal and/or family spending habits
 - Specify problems that result from these spending habits
 - Identify ways to correct spending habits
 - Define impulse buying and discuss the problems that can result from it
- 20.0104-0402 Students will define basic terms used in budgeting, describe the benefits of a budget, the characteristics of a good budget, then develop a budget
- Establish long-term and short-term financial goals
 - Maintain personal financial records for a set period of time
 - Evaluate the budget for adequacy, ease of use, meeting goals, and realism

STANDARD

20.0104-05 Students will discuss and use various banking services.

OBJECTIVES

- 20.0104-0501 Explain how to use and then practice using a checking account.
- Identify established terms: deposits, withdrawals, interest bearing accounts, being overdrawn, check or drafts, returned checks, credit, debit, service charge, etc.)
 - Survey local banking institutions for types of checking accounts and costs
 - Identify personal banking needs and determine the type of account needed
 - Specify the responsibilities and advantages of having a checking account
- 20.0104-0502 Explain how to use and then use a savings account.
- Identify characteristics of a good savings plan
 - Survey local banking institutions for various types of savings plans and interest rates
 - Develop a personal savings plan incorporating personal goals
- 20.0104-0503 Explain how investments work and develop a hypothetical investment plan.
- Define investment and identify various types of investments (characteristics of each and the level of risk involved)
 - Use established investment terms (stocks, bonds, mutual funds, return rate, dividends, risk factors, etc.)

- List guidelines for selecting investments
- Describe the stock market and how it works

STANDARD

20.0104-06 Students will explain the role of credit in consumer economics.

OBJECTIVES

- 20.0104-0601 Students will define credit and standard credit terms (lender, borrower, annual percentage rate, collateral, credit report, etc.).
- 20.0104-0602 Students will identify various types of credit (consumer loans, revolving accounts, mortgage, etc.) and distinguish between commercial and consumer credit.
- 20.0104-0603 Identify the advantages and disadvantages of credit.
- Analyze the costs of credit versus paying cash
 - Analyze the dangers of credit abuse
 - Identify ways that credit fraud has been practiced by businesses and consumers
 - List ways to protect oneself from credit fraud
- 20.0104-0604 Identify reasons for establishing and maintaining good credit, completes a credit application, and identify ways to maintain a good credit rating.
- 20.0104-0605 Ascertain individual and/or family credit limits in relation to income, and develop guidelines for staying within those limits.
- 20.0104-0607 Identify the role that credit plays in the economy by illustrating how credit adds to inflation and recession.

STANDARD

20.0104-07 Students will describe the role of insurance.

OBJECTIVES

- 20.0104-0701 Students will define and use established insurance terms (policy, claim, coverage, deductible, rider, premium, etc.) and list reasons for securing financial protection.
- 20.0104-0702 List the various types of insurance including their various components, generally carried by individuals and families, including those required by law (automotive, life, medical, and household).
- 20.0104-0703 Students will determine guidelines for the amounts and types of personal and family insurance needed, then complete an insurance application form.

STANDARD

20.0104-08 Students will list the reasons to plan financially for clothing purchases.

OBJECTIVES

- 20.0104-0801 Students will identify and distinguish between the needs and wants for a personal wardrobe.
- 20.0104-0802 Plan for the purchase of a personal wardrobe while staying within a budget.
- Determine how information on labels and hangtags can help make decisions on clothing purchases
 - Research the cost of shoplifting on store owners and consumers
- 20.0104-0803 Discuss how accessories can stretch a wardrobe and develop a personal plan for stretching a wardrobe.

- 20.0104-0804 Discuss and participate in clothing care techniques.
- Ascertain proper laundry techniques
 - Review garment labeling for fibers and care
 - Perform personal/family laundry
 - Identify various types of stains and the appropriate treatment for removal
 - Complete laundry experiments related to shrinkage and color bleeding
 - Describe the benefits of mending and minor alterations in relation to the clothing budget

STANDARD

20.0104-09 Students will determine how to best provide for personal and/or family transportation needs.

OBJECTIVES

- 20.0104-0901 Determine individual and/or family transportation needs and the amount of the budget that can be used for transportation costs (including payments).
- 20.0104-0902 Participate in a simulated car purchase scenario.
- Identify the advantages and disadvantages of owning a car
 - List guidelines for judging the performance of a car
 - Debate whether it is better to purchase a used car or a new car
 - Select a car to purchase
 - Assess the annual costs of gas, oil, insurance, repairs, payments, and maintenance; prorate for a monthly amount
 - Explain the importance of a full warranty
 - Identify possible sources of automobile loans

STANDARD

20.0104-10 Students will discuss ways to make the best use of the money they spend on food.

OBJECTIVES

- 20.0104-1001 Determine the amount of money that can be spent on food.
- 20.0104-1002 Identify wise food buying practices that can save money and reduce waste (shopping plan, unit pricing, comparison shopping, assessing nutritional value for dollar, reading labels, using coupons, etc.).
- 20.0104-1003 Compare the costs of using prepared or convenience foods to cooking from scratch.
- 20.0104-1004 Compare the costs of eating out versus preparing food at home.

STANDARD

20.0104-11 Students will discuss ways to make the best use of the money they spend on housing.

OBJECTIVES

- 20.0104-1101 Determine individual and/or family housing needs and the amount of money that can be spent on housing (including rent or a house payment).
- Compare renting versus purchasing a home
 - Assess the annual costs of housing including utilities, repairs, payments, furnishings, and maintenance; prorate for the monthly amount
- 20.0104-1102 Discuss the steps of purchasing a home.
- Identify the costs related to purchasing a home
 - Identify various types of home loans
 - Use established mortgage terms

- 20.0104-1103 Identify how to best spend money on furnishing a home.
- Identify the basic furnishing needs and the costs for acquiring these items
 - Comparison shop for the quality and price of furniture and appliances
 - Recognize labels and seals that are indicators of quality

STANDARD

- 20.0104-12** Students will explain the purpose of taxes and their role in our economy.

OBJECTIVES

- 20.0104-1201 Discuss the various types of taxes.
- Define and explain the term tax and the basic principles of taxation
 - Identify taxes that must be paid (income, property, sales, etc.)
 - Debate the fairness of various types of taxation
- 20.0104-1202 Discuss how taxes pay for government projects.
- List the services provided by federal, state, and local governments
 - Describe how tax rates relate to services provided by the government
 - List major revenue sources and expenditures at the federal, state and local levels of government
 - Identify taxes that are included in the purchase price of goods and services